PX 10

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 1
                     UNITED STATES DISTRICT COURT
 2
                     SOUTHERN DISTRICT OF NEW YORK
 3
 4
      SECURITIES AND EXCHANGE
                                     )
      COMMISSION,
 5
                      Plaintiff,
 6
                                     ) 20-Civ-10832(AT)(SN)
               v.
 7
      RIPPLE LABS, INC., BRADLEY
      GARLINGHOUSE, and CHRISTIAN
 8
      LARSEN,
 9
                      Defendants.
                                     )
10
11
12
13
        **HIGHLY CONFIDENTIAL - SUBJECT TO PROTECTIVE ORDER**
14
15
                      VIDEOTAPED DEPOSITION OF
                          PHILLIP RAPOPORT
16
                      Thursday, July 22, 2021
17
18
19
20
21
22
23
      Reported by:
24
      BRIDGET LOMBARDOZZI,
      CSR, RMR, CRR, CLR
25
      Job No. 210722BLO
```

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2
 1
                    UNITED STATES DISTRICT COURT
 2
                    SOUTHERN DISTRICT OF NEW YORK
 3
      SECURITIES AND EXCHANGE
                                     )
 4
      COMMISSION,
 5
                     Plaintiff,
 6
                                     ) Case No.:
                                     ) 20-Civ-10832(AT)(SN)
               v.
 7
      RIPPLE LABS, INC., BRADLEY
      GARLINGHOUSE, and CHRISTIAN
 8
                                     )
      LARSEN,
 9
                     Defendants.
                                     )
10
11
12
13
14
15
               Videotaped deposition of PHILLIP RAPOPORT taken
      on behalf of Plaintiff, held at the offices of Debevoise
16
      & Plimpton, 919 Third Avenue, New York, New York,
17
18
      commencing at 9:03 a.m. and ending at 5:47 p.m., on
      Thursday, July 22, 2021, before Bridget Lombardozzi,
19
20
      CCR, RMR, CRR, CLR, and Notary Public of the States of
      New York and New Jersey, pursuant to notice.
21
22
23
24
25
```

```
3
      A P P E A R A N C E S (Via Remote where indicated):
 1
 2
 3
      For the Plaintiff:
 4
 5
 6
 7
              UNITED STATES SECURITIES AND EXCHANGE COMMISSION
              NEW YORK REGIONAL OFFICE
 8
 9
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24
25
```

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12
               E:mail: shecker@kaplanhecker.com
                        jhorton@kaplanhecker.com
13
14
15
      ALSO PRESENT:
16
17
                             Ripple
               LYRIC GUPTA, Cleary Gottlieb
18
               NICOLE FORBES
19
               DAVID SHERECK, Videographer
20
               Shereck Video Service
21
22
23
24
25
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25
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```
16
 1
 2
                           9:03 a.m.
 3
                        July 22, 2021
 4
                     THE VIDEOGRAPHER: Okay. We're
            on the record. The time is approximately
 6
 7
            9:03 a.m. Today's date is Thursday, July
            22nd, 2021. This is the video deposition
 8
            of Phillip Rapoport in the matter of the
 9
10
            SEC versus Ripple Labs, et al. Index No.
            is 20-civ-10832 in the United States
11
12
            District -- District Court in the Southern
13
            District of New York.
14
                     My name is David Shereck,
            certified legal videographer with Shereck
15
            Video, in association with Gradillas
16
17
            Court Reporting of Glendale, California.
            We're located today at the offices of
18
            Debevoise & Plimpton, located at 919
19
20
            Third Avenue, New York, New York.
21
                     All counsel that are present
            will be noted on the stenographic record.
22
23
                     The court reporter today is
24
            Bridget Lombardozzi, also with Gradillas,
            and will you please swear in the witness?
25
```

```
17
 1
                     PHILLIP RAPOPORT,
           having been duly sworn, was examined and
 2
           testified as follows:
 3
                     THE REPORTER: Thank you.
 4
 5
                     You may proceed.
                       DIRECT-EXAMINATION
 6
      BY MS. STEWART:
 7
           0.
               Good morning, Mr. Rapoport.
 8
           A.
               Good morning.
 9
               Can you please state and spell your name
10
      for the record?
11
12
                Phillip Rapoport. P-H-I-L-I-P
13
      R-A-P-O-P-O-R-T.
14
           Q.
               Thank you.
15
                     MR. GULAY: Just before we begin,
           just to note two things. One, an
16
           objection by one counsel is an objection
17
            for all counsel. And, then, two, we are
18
           designating the transcript and videotape
19
20
           of this deposition as confidential under
21
            the protective order.
                     MS. STEWART: Okay. Thank you.
22
23
      BY MS. STEWART:
24
               Mr. Rapoport, are you represented by
      counsel today?
25
```

```
18
 1
           A.
                Yes.
                     MR. GERTZMAN: I apologize, all,
 2
 3
            for interrupting from the Zoom audience
            here, but is it possible to have the Zoom
 4
            camera positioned so that we can see the
            witness?
 6
 7
                     MR. TENREIRO: Yeah. Good point.
            Can you see him?
 8
                     MR. GERTZMAN: Yes. Thank you.
 9
10
                     MR. TENREIRO: Okay.
      BY MS. STEWART:
11
12
           Q.
                Okay. I'll try this again.
13
                Are you represented by counsel today?
14
           A.
                Yes.
                Okay. Who is your counsel?
15
           0.
                Kaplan Hecker.
16
           A.
17
           0.
                Okay. I'm Ladan Stewart. I'll be
      asking questions here on behalf of the SEC. With
18
19
      me is my colleague Jorge Tenreiro. Some of my
20
      other colleagues are participating via Zoom.
                Mr. Rapoport, have you ever testified
21
      before?
22
23
           A.
                No.
24
           Q.
                Okay. So let's run through some sort of
      rules of the road just to make sure that we get a
25
```

clean record today.

reporter here who's transcribing everything that we say to each other. And to try to make her life easier, please try not to speak over me and I'll try not to speak over you. So if you can wait for me to finish my question before you answer, and I'll do my best to, you know, let you finish your answer before I ask my next question. It's kind of hard to do, but it helps to get us a clean record.

Okay?

- A. Yes.
- Q. And in the same vein, it's important that you give audible verbal answers to my questions. So shakes of the head or nods of the head, that's not easy to transcribe into the record. So if you could answer yes or no and things like that. Okay?
 - A. Understood.
- Q. If I ask you a question that you don't understand, just let me know and I'll try to rephrase it.

Any time you want a break, just ask me and I'm happy to accommodate you. I would only

```
20
      ask that if there's a question pending, you answer
 1
 2
      that question before we -- we break. Okay?
           A .
                Yes.
 3
                Okay. Any -- any questions before we
 4
      start?
 6
           A.
                No.
 7
           Q.
                Okay. Great.
                Is there any reason that you can't
 8
      testify truthfully or accurately today?
 9
           A.
10
                No.
           Q.
                Okay. Did you take any steps to prepare
11
      for today's deposition?
12
           A.
13
                Yes.
           0.
                What did you do?
14
                I spent approximately a half day in --
15
      in this office with
                                and -- and a couple
16
      hours on the phone.
17
                     THE REPORTER: And? I can't
18
            hear you, sir.
19
20
                     THE WITNESS: I'm sorry.
21
                I spent a couple -- a couple hours on
           Α.
22
      the phone and approximately a half day in this
23
      office preparing.
                And who was present during your
24
25
      preparation session?
```

21 1 Kaplan Hecker and Debevoise's representatives. 2 Okay. And were there people in this 3 Q. room or other people? 4 Yes. Mainly the people in this room were present. 6 7 Okay. Was anybody on the phone? Q. Yes, a number of participants were on 8 the phone. 9 Okay. And you said you had a -- a half 10 0. day session and then a separate phone call? 11 12 A. That's correct. 13 Okay. Did you review any documents during either of those sessions? 14 Yes, we reviewed some documents. 15 Did any of the documents refresh your 16 recollection about any of the events? 17 To some extent, yes. 18 A. And what were the documents that 19 20 refreshed your recollection? 21 MR. GULAY: Objection. I just want to pause to instruct Mr. Rapoport to 22 23 answer without disclosing the substance of 24 any privileged communications with 25 counsel.

22 1 0. Go ahead. Rereading e-mails, my own e-mails, you 2 know, refreshed my memory on certain things; but, 3 you know, generally speaking, it was a number of 4 years ago and -- and it's difficult to remember, you know, seven -- or eight to -- six -- six to 6 7 eight years ago. 0. I understand. 8 Do you recall any of the e-mails that 9 refreshed your recollection? 10 11 Some I recall clearly and some I have no 12 recollection of. 13 Q. Okay. So which e-mails do you recall 14 clearly? 15 MR. HORTON: Objection. I generally --16 A. 17 MR. GULAY: You can answer. Okay. You can answer. 18 0. That's a general comment. Even from 19 20 yesterday, it's hard to think about specific e-mails. 21 Okay. Do you currently reside in the 22 23 United States? 24 A. I do. Where do you reside? 25 Q.

```
23
                I live in
 1
           A.
                Did you graduate from college?
 2
           Q.
           Α.
                I did not.
 3
                Okay. Did you attend college?
 4
           0.
                I did.
           A.
 5
 6
           0.
                And where did you go?
 7
           A.
                I went to
                Okay. But -- but you -- you didn't
 8
           0.
      officially graduate?
 9
           A.
10
                No.
                Okay. When did you attend
11
           Q.
                2001 to 2005.
12
           A.
                I take it you don't have any
13
           Q.
      postgraduate degrees?
14
15
           A.
                No.
                Can you take me through your employment
           0.
16
      post your time at
17
                Sure. I spent approximately two years
18
           A.
                           approximately two years at
19
                      approximately four years at
20
21
                     which is a broker-dealer, at which
22
      point I went to Ripple in 2013 for approximately
      two years. Then I spent four years, four and a
23
      half years or so, at a firm called
24
                        firm, and since then I've been
25
```

24 self-employed working on a real estate project. 1 Okay. And what did you do at 2 3 I was an institutional salesperson in Α. 4 equity derivatives, trading desk. 6 So you were a trader? I was a sales trader. 7 Α. And what was your role at 8 0. A. I was an institutional salesperson on 9 the cross asset sales desk. 10 11 And why did you leave 12 for 13 I perceived it to be a stronger firm with better opportunity. 14 Okay. And why did you leave 15 16 I wanted a more entrepreneurial business 17 environment in short. 18 Okay. And what was your position at 19 20 I was a principal and part of the 21 22 founding team of a small firm. And what is 23 24 A. We were a broker-dealer that published market strategy reports and executed trades on 25

```
26
      after Ripple, you said you went to
 1
 2
      that right?
           Α.
                That's correct.
 3
                And you were there for four and a half
 4
           Q.
      years?
 5
 6
           A.
                Approximately, yes.
 7
                Okay. And then you said that -- that
           0.
 8
      after
                                         you became
      self-employed?
 9
10
                That's correct.
11
           0.
                Okay. And so what is it that -- that
      you do now as part of your self-employment?
12
                I pursued the entitlement and -- and
13
           A.
      pursuing the construction of a real estate
14
15
      project.
16
           0.
                What is
                             is the -- is -- is the d/b/a
17
           A.
      name for the company that is -- they're doing
18
      construction on a -- on our real estate project.
19
20
           0.
                And what kind of real estate is it?
21
                It's a hotel project.
           Α.
22
                Okay. When did you start work at
           Q.
23
      Ripple?
                In 2013.
24
           A.
25
           Q.
                Do you remember what month?
```

- A. I was initially a consultant in approximately the summer of 2013 and I believe my full-time employment began around fall of 2013 after several months of being a consultant.
- Q. How did you come to be a consultant for Ripple?
- A. I was interested in working in the digital asset space broadly and a friend introduced me to Patrick Griffin and we discussed ways that I might be helpful to the company.
- Q. Okay. Did you know Patrick Griffin before you were introduced to him?
- A. No.

- Q. And you said you were interested in the digital asset space?
 - A. Correct.
- Q. Why were you interested in the digital asset -- asset space?
- A. I believed the technology was very interesting and I thought that there was a potential future where the market grew in size and relevance.
- Q. Okay. And who was the friend who introduced you to Mr. Griffin?
 - A. A person named

28 1 0. And who is he? A. He's a mutual friend. 2 3 Q. Does he have a connection with Ripple? A. No. 4 So you said that -- that you met with 5 0. Mr. Griffin sometime in the summer of 2013? 6 7 I don't recall exactly when we met, but it was sometime around then, yes. 8 Okay. And before you started to work as 9 Q. 10 a consultant for Ripple in the summer of 2013, did you meet with anyone else other than Mr. Griffin 11 from Ripple? 12 13 A. I don't recall. Okay. And what do you recall about your 14 initial conversation or conversations with 15 Mr. Griffin before you became a consultant? 16 17 A. They were focused on explanations of how the technology worked, broadly how the Ripple 18 technology worked. 19 20 Q. Okay. And what did Mr. Griffin tell 21 you? I'm sorry, by "Ripple technology," I 22 23 mean the -- the Ripple Ledger. 24 0. Okay. He explained the consensus mechanism 25 A.

- that the Ripple Ledger uses, the decentralized exchange and other -- other aspects, which at the time were -- were not really recorded clearly for a nontechnical person to read.
- Q. Okay. And then at some point you agreed to work as a consultant for Ripple?
 - A. That's correct.

- Q. And what were you doing in your role as a consultant for Ripple?
- A. Generally speaking, making introductions to many of the hedge funds with whom I had existing relationships to act as a general evangelist for the Ripple Ledger technology.
- Q. And when you say "general evangelist," what do you mean?
- A. At the time there was a budding interest in digital assets broadly, but there wasn't much understanding and there wasn't much awareness of anything beyond bitcoin as a digital asset. And so there was, I think, value in having feedback and awareness of the fact that the Ripple technology -- Ripple Consensus Ledger technology existed and hearing feedback from experienced people in the financial market.
 - Q. Okay. And is this something that you

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30
      proposed to Mr. Griffin or that Mr. Griff --
 1
      Griffin proposed to you?
 2
                     MR. GULAY: Objection.
 3
           A.
                I don't remember the genesis of it.
 4
                Was it an idea that you had before you
 5
 6
      went to meet with Mr. Griffin, that it would be
      good to introduce the technology to -- to hedge
 7
      funds?
 8
                     MR. GULAY: Objection.
 9
                     MR. HORTON: Objection to form.
10
                It would likely have been my idea
11
      because I was actively seeking a -- a job and
12
      try -- in the digital asset space and trying to
13
      find where my skills would be most useful and
14
      where I could, you know, find a job that I was
15
      excited about.
16
                Okay. And at the time that you were
17
18
      acting as a consultant for Ripple, were you still
19
      employed by
20
           Α.
                I beli -- there may have been some
21
      dovetailing, but generally speaking, it was after
22
      I left
                                  when I was on a
23
      noncompete with
24
           Q.
                Got it. Okay.
                And so during that summer in 2013 when
25
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31
      you were still in your consultant role, what is it
 1
      that you did on behalf of Ripple?
 2
 3
           A.
                That was a long time ago, so I don't
      remember everything that I may have done, but
 4
      generally speaking, I was arranging meetings
 5
      and -- and bringing Patrick to meetings and the
 6
      two -- either he or the two of us were explaining
 7
      the Ripple Ledger technology to people in the
 8
      market.
9
10
                And are these hedge funds that you're
      meeting with or other types of institutions as
11
12
      well?
13
           A.
                It's --
14
                     MS. BUNTING: Objection.
                     MR. GULAY: Objection.
15
                It's difficult to remember exactly who
16
           A.
      we met with, but certainly there were hedge funds
17
      amongst the group.
18
                Okay. And in those meetings, did the --
19
20
      the institutions that you were meeting with
21
      express interest?
                     MR. HECKER: Objection to form.
22
23
                     MS. BUNTING: Objection.
24
           A.
                Yes.
                Okay. What did they express interest
25
           Q.
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32 1 in? There was a broad but nascent interest 2 in digital assets broadly and this was an 3 innovative iteration of that and arguably the 4 first kind of major iteration beyond bitcoin and I think people found that interesting. 6 7 So were -- were people expressing 0. interest to you in the digital asset itself or in 8 the technology or both? 9 10 MR. HORTON: Objection. MS. BUNTING: Objection. 11 12 MR. GULAY: Objection. 13 A. We generally were explaining the technology broadly and explicitly not focusing on 14 the digital asset itself, which is ancillary to 15 16 technology. 17 Other than the meetings that you just described, do you remember anything else about 18 19 your work as a consultant in the summer of 2013 20 for Ripple? It's difficult to remember other 21 specifics given how long ago it was. 22 23 Okay. How many meetings did you have in 24 that time, in the summer of 2013? MR. GULAY: Objection. 25

33 1 A. It's difficult to say for certain. Can you ballpark it at all? 2 0. I would be guessing, I think. 3 A. 0. Would you say more than a dozen? 4 MR. GULAY: Objection. 5 Somewhere between 10 and 30 if I had to 6 A. 7 quess. Okay. And then at some point you became 8 0. a full-time employee of Ripple? 9 10 A. That's correct. Q. And when did that happen? 11 12 A. It was around the fall of 2013. 13 0. And how -- how did that come to be, that 14 you went from a consultant to a full-time employee? 15 I was fascinated by the technology and 16 found it to be incredibly innovative and decided 17 that I wanted to pursue this as my full-time use 18 19 of my time. 20 0. Before you became a full-time employee, did you meet with others at Ripple to discuss your 21 employment? 22 23 A. I believe just Chris Larsen. 24 0. And did you have a meeting with Mr. Larsen? 25

35 1 discussed? 2 MS. BUNTING: Objection. MR. HORTON: Objection. Asked 3 and answered. 4 I think I was selling him on my abilities and he was selling me on the prospects 6 of the company as is typical of -- you know, in an 7 interview situation. 8 Okay. And when you say your 9 Q. "abilities," your abilities to do what? 10 At the time I felt that I would be the 11 most -- the person with the most markets 12 13 experience to join the company, which was primarily developers and -- and other start-up 14 entrepreneurs that didn't come from specifically a 15 trading background and so I thought that would be 16 valuable to the company. 17 Okay. Why would markets -- markets 18 experience be valuable to the company? 19 20 Α. A major component of the Ripple Ledger 21 technology is a decentralized exchange and 22 understanding market conventions is valuable in 23 creating a software that will adhere to those 24 conventions for the -- for the financial world and not reinvent the wheel in a bizarre way that --25

36 that is nonstandard for -- for financial 1 professionals. 2 3 0. Okay. What was your title when you started at Ripple? 4 Director of markets and trading. And did that title change at any point 6 7 during your employment with Ripple? 8 At some point I became the head of A. markets and trading. 9 10 Did your responsibilities change along with the title change? 11 12 A. My responsibilities were largely the 13 same throughout, though when I received the head of markets and trading title, I also joined the 14 management committee of the firm. 15 O. And when was that? 16 17 I don't recall without researching it. Do you recall if it was near the 18 0. beginning or near the end of your tenure? 19 20 A. It wasn't near the beginning so it was near the middle or the end, but the specific date 22 I don't recall. 23 Okay. When you first started as 24 director of markets and tradings, who did you -trading, who did you report to? 25

37 1 I reported to Patrick Griffin throughout 2 my tenure at the firm. So even when you were the head of 3 0. markets and trading, you continued to report to Mr. Griffin? 6 A. That's correct. Okay. Did anyone report to you during 7 0. 8 your time at Ripple? I had one report towards the latter half of my time there. 10 11 Ο. And who was that? 12 A. 13 And is that when you were head of market -- markets and trading or it was -- it 14 started before that? 15 MR. GULAY: Objection. 16 I'm not sure exactly how those two dates 17 A. relate to one another. 18 Okay. How many people were at Ripple 19 20 when you started in -- when you started as a 21 consultant in the summer of 2013? 22 A. Less than 20, I believe. Maybe 15. 23 And when you started as the director of markets and trading, what did you understand that 24 25 your responsibilities would be in that role?

- My primary responsibility was to recruit and onboard market-making firms, which is a type of trading firm, to participate in -- on the Ripple Ledger as market makers. My secondary responsibility was educational in nature. Generally providing explanations and general evangelism of the technology within the -- the financial market world. And both of these -- these primary and Q. secondary responsibilities are things that you discussed with Mr. Larsen before you began as director of markets and trading? MS. BUNTING: Objection. MR. HORTON: Objection to form. They're things I discussed with Patrick Α. They may or may not have been discussed with Chris Larsen. I don't recall me discussing directly or not.
 - Q. Okay. And did the nature of your responsibility change over time during your tenure at Ripple?
 - A. No.
- Q. Did you have an annual salary while at Ripple?
- 25 A. Yes.

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40
      dollars, or something else?
 1
 2
                     MR. HORTON: Objection.
                If I wagered a guess, I would say it's
 3
           A.
                      but, again, the -- I think the --
      about
 4
      the prices even on a given day can vary by a
 6
      hundred percent depending on where the transaction
 7
      happens and who -- who transacts.
                Okay. And you're -- and you said you
 8
           0.
      had incentive-based compensation that was paid out
 9
      in XRP?
10
11
           A.
                Correct.
12
           0.
                Okay. And what was your incentive-based
13
      compensation?
                I received -- my memory on the exact
14
      number is fuzzy, but I believe a total of
15
16
                And this is in total during your time at
17
           0.
      Ripple?
18
19
           A.
                Correct.
20
           0.
                Okay. And what was this compensation
21
      based on?
22
                     MR. HORTON: Objection to form.
23
                It was a performance bonus in exchange
      for signing up a specific number of market-making
24
25
      firms during my time there.
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41
           0.
                And what was the specific number?
 1
                     MR. GULAY: Objection.
 2
                I believe it was five, but the specifics
 3
           A.
      are hazy without researching it.
 4
                So when did you get this incentive-based
 6
      compensation?
 7
                It would have been towards the end of my
           Α.
 8
      time at Ripple.
           0.
                Do you still own XRP?
                Not any material amount. I'm sure
10
11
      accounts that I control still have a de minimis
      amount, like in the tens of dollars, but it's
12
      accidental. There's no material amount that I
13
14
      currently hold.
15
                     THE REPORTER: "There's no
16
            material amount that"?
                I don't cur -- there's no material
17
      amount that I currently hold.
18
                So you sold the
                                                 or so
19
20
      XRP?
21
                That's correct.
           Α.
22
                Okay. When did you sell it?
23
                It was over a period of several months.
      The exact time I don't recall, but it would have
24
25
     been around 2014, 2015.
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42
                Was it while you were still at Ripple?
 1
           0.
 2
                I don't recall whether my transactions
      began while I was still at Ripple or immediately
 3
      after.
 4
                And how did you sell your XRP?
 6
                Through -- through exchanges on the
      Ripple Ledger. I don't remember if that was
 7
      exclusively the way I did it given how much time
 8
      has passed, but that was predominantly how it was
 9
10
      done.
11
                Which exchanges?
                I recall that Bitstamp was one of the
12
           A.
13
      exchanges with significant liquidity at the time
      that I used, but I don't recall if that was
14
      exclusively what I used given how much time has
15
16
      passed. I -- I'm sure that I used others, but I
      don't recall which.
17
                And who did you sell it to?
18
           0.
                I don't know.
19
           Α.
20
           0.
                How much did you sell it for?
                                                 in
21
                Approximately
22
      total, but the exact total I would have to check
23
      to be certain of.
                                                 XRP,
24
                Other than that
25
      have you at any point bought other XRP?
```

43 1 A. I regularly --MS. BUNTING: Objection. 2 I regularly bought -- I regularly 3 A. transacted on the network because I felt it was 4 important to use the product to understand it 5 better. So I -- I made transactions regularly, 6 7 not necessarily with a -- with an economic goal of any type. 8 Well, what kinds of transactions? 9 Q. 10 I thought it was important to make a breadth of transactions given my role as head of 11 12 markets and trading to understand the system. So 13 I would try and make all types of transactions to 14 understand things are working correctly and understand if things can be improved. 15 Can you give me some examples of the 16 0. types of transactions you -- you made? 17 Generally speaking, transactions on 18 A. Ripple, on the Ripple Ledger, are exchanging one 19 20 type of asset for another type of asset. And so I 21 frequently transacted all types of assets for all other types of assets to test the system, demo the 22 23 system, et cetera. 24 And were you doing this with your own funds or with Ripple's funds? 25